

DAVID E. ACHZET

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BROKER DEALER – FINANCIAL SERVICES COMPLIANCE AND SUPERVISION EXECUTIVE

Experienced broker dealer compliance and supervision executive seeking opportunity for professional growth; broad knowledge base of financial services regulations with impressive record of managing and supervising financial advisors and home office personnel.

PROFESSIONAL PROFICIENCIES

PROVEN METHODOLOGY AND DEMONSTRATED RESULTS:

Compliance and Supervision Management Experience:

- Supervised over 150 financial advisors, RIAs, life insurance sales personnel.
- Experience working with FINRA, State Securities and Insurance Departments; strong working knowledge of securities regulations and life insurance practices; liaison between compliance and sales management teams
- Extensive financial advisor and RIA on-site auditing experience; branch examinations; development of appropriate broker dealer surveillance and exam programs.
- Developed firm element continuing education, anti-money laundering training and compliance meetings; reduced suitability issues and expanded stronger adherence to written supervisory procedures
- Investigation and analysis of supervisory issues along with advertising, sales literature, and employee communications review
- High level of fluency and comfort with technology and the sales process and its application to regulatory and compliance concerns.
- Identified and resolved customer complaints along with related documentation.
- In depth knowledge of life settlement compliance and processing issues.
- Knowledge of website development, webinar presentation techniques; created and wrote newsletter for advisors.
- Hired, trained and mentored in all areas of sales process and related compliance issues.
- Developed sales training and marketing programs for traditional brokerage and investment advisor products aimed at high net worth individuals, business clients and charitable organizations.
- Experience in multi-national, global business environments
- Managed branch office managers and staff in addition to home office personnel.

EDUCATION and PROFESSIONAL LICENSES

MBA – International Business

University of Miami, Coral Gables, FL

BS - Business

Niagara University, Niagara Falls, NY

Certificate – International Business

University of Copenhagen, Denmark

Professional Licenses:

Series 7: Registered Representative

Series 63: Uniform Securities Agent

Insurance: Life/Variable

Series 24: General Securities Principal

Series 65: Investment Advisor

PROFESSIONAL EMPLOYMENT EXPERIENCE

SENIOR VICE PRESIDENT 2007 - 2009
NAF Funding, LLC, New York, NY

Major Functions: Provided ongoing education on industry sales and compliance issues; developed programs to comply with state insurance life settlement regulations including registration and licensing. Responsible for development and compliance review of advertisements. Clients included affluent individuals, charitable organizations, hedge funds along with RIAs, lawyers, CPAs and insurance advisors. Responsible for the business development team and efforts to build relationships with broker dealers, RIAs and insurance marketing organizations; created training curriculum that included newsletters and web based seminars; Established sales management program to increase sales and exposure; responsible for activities of Regional VPs, branch offices and managers including recruitment/training. Reported directly to President and CEO.

EASTERN REGIONAL MANAGER / COMPLIANCE SUPERVISOR / OSJ 1999 – 2006
Symetra Investment Services (formerly SAFECO Investment Services), Seattle, WA

Major Functions: Supervisory Principal and Designated Principal responsible for sales management and supervision of over 150 financial advisors. Channels included insurance based and independent advisors and traditional financial planners and RIAs. Training and education on new products and restructuring insurance agency business to include investments; development of programs designed to bring financial advisors up to industry standards for compliance/supervision; included annual CE program and compliance meetings. Licensing and registration for newly recruited advisors. Accountable for all office audits/compliance and trade reviews.

INDEPENDENT FINANCIAL PLANNER 1996 – 1999
Harbor Lights Financial Planning, Provincetown, MA

VICE PRESIDENT 1994 – 1996
Keystone Investments / Mutual Funds, Boston, MA

Major Functions: Managed the sale of \$30 million of mutual funds annually through a variety of distribution channels including wire houses, bank-based financial advisors, regional broker dealers, and financial planners, in New York State and New England region; initiated sale of Keystone investment management expertise utilizing various fee based programs. Clients included businesses, high net worth individuals and retirement plans.

REGIONAL VICE PRESIDENT 1991 – 1994
Phoenix Equity Planning/The Phoenix Companies, Inc., Hartford, CT

Major Functions: Managed sale of \$200 million of mutual funds and annuities annually in New York State and New York City through a variety of channels including wire houses, bank-based financial advisors, regional broker dealers, and financial planners and the Phoenix insurance agency structure. Clients included businesses, high net worth individuals and retirement plans.

VICE PRESIDENT / DIRECTOR - MUTUAL FUND MARKETING 1987 – 1991
Gruntal & Co. Inc., New York, NY

Major Functions: Managed and supervised mutual fund sales of 800 financial advisors; performed due diligence for new dealer agreements; trained registered representatives on various mutual fund sales and compliance issues; successfully promoted mutual funds in a system previously devoted to individual equities. Created and launched proprietary mutual funds along with introductory marketing program. Produced weekly mutual fund newsletter; expert witness for client/broker dealer mutual fund arbitration cases.

ASSISTANT VICE PRESIDENT - MUTUAL FUND MARKETING 1986 – 1987
E.F. Hutton & Co., Inc., New York, NY

ACCOUNT EXECUTIVE 1983 – 1986
E.F. Hutton & Co., Inc., Rochester, NY

References Available Upon Request

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